

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT			1. CONTRACT ID CODE	PAGE 1 OF 3 PAGES
2. AMENDMENT/MODIFICATION NO. 0002	3. EFFECTIVE DATE 23 Oct 2002	4. REQUISITION/PURCHASE REQ. NO.	5. PROJECT NO. <i>(If applicable)</i>	
6. ISSUED BY Defense Supply Center Philadelphia Directorate of Subsistence - HFVP 700 Robbins Avenue Philadelphia, PA 19111-5092 Contracting Officer: Gina Vasquez (215) 737-7530	CODE SP0300	7. ADMINISTERED BY <i>(If other than Item 6)</i> CODE		
8. NAME AND ADDRESS OF CONTRACTOR <i>(No, street, county, State and ZIP Code)</i>			(X) 9A. AMENDMENT OF SOLICITATION NO. SP0300-02-R-4031	
			X 9B. DATED <i>(SEE ITEM 11)</i> 02 Oct 2002	
			10A. MODIFICATION OF CONTRACT/ORDER NO.	
			10B. DATED <i>(SEE ITEM 13)</i>	
CODE	FACILITY CODE			

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

☒ The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers ☐ is extended, ☒ is not extended.

Offer must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods:

(a) By completing Items 8 and 15, and returning **one** copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. Accounting and Appropriation Data *(If required)*

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

(X) A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: <i>(Specify authority)</i> THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.
B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES <i>(such as changes in paying office, appropriation date, etc.)</i> SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:
D. OTHER <i>(Specify type of modification and authority)</i>

E. IMPORTANT: Contractor ☐ is not, ☐ is required to sign this document and return _____ copies to the issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION *(Organized by UCF section headings, including solicitation/contract subject matter where feasible.)*

See Page 2

Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.

15A. NAME AND TITLE OF SIGNER <i>(Type or print)</i>		16A. NAME AND TITLE OF CONTRACTING OFFICER <i>(Type or print)</i> Gina Vasquez	
15B. CONTRACTOR/OFFEROR	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA BY _____	16C. DATE SIGNED
<i>(Signature of person authorized to sign)</i>		<i>(Signature of Contracting Officer)</i>	

Pre-Proposal Tele-Conference was held on 21 October 2002 at CINCPAC Fleet Headquarters. A copy of DSCP's slide presentation is included as Attachment 1. A list of the attendees is included as Attachment 2 of this amendment.

Questions and Answers

Q: What is "Checkmate Inventory" for Windows found on page 26 of the solicitation?

A: More information about this Navy software package can be learned by contacting Lieutenant Hashey at (717) 605-7447.

Q: What does the acronym FIC stand for?

A: FIC stands for the Navy's **F**ood **I**dentification **C**odes.

Q: Can Power Point be used in Oral Presentation?

A: Yes. Offerors are reminded that all briefing charts to be used are to be mailed as part of their offer.

Q: Will the Navy be ordering through STORES Web?

A: The Navy orders through its own ordering system. The Navy's ordering system interfaces electronically with STORES. More information about STORES can be found at: <http://www.dscp.dla.mil/orderit/order.htm>

Solicitation SP0300-02-R-4031 is amended as follows:

Page 10 & 11, the phone and fax number for Advocacy & Resources Corporation is amended to read: **(931)** 432-5981 and fax **(931)** 432-5987.

Page 10, the phone number for National Institute of the Blind is amended to read: **(703)** 578-6512.

Page 13, delete the second paragraph from the bottom and replace with: "Note: For product invoiced to a port in the contiguous United States where the Prime Vendor assumes title and responsibility for additional transportation costs from the contiguous United States to Hawaii, the Prime Vendor shall include such charges in the **DELIVERED PRICE**. Transportation costs from the prime vendor's distribution facilities to delivery points shall be covered under the Prime Vendor's **DISTRIBUTION PRICE**."

Page 40, 2nd paragraph, amend the 2nd sentence to read: "The government reserves the right to conduct paper tests at a **maximum** of two times a year."

Page 40 2nd paragraph, delete "The vendor will be compensated for his time and effort and should submit a claim to the Contracting Officer citing the costs to be reimbursed" and replace with "The vendor shall factor into their pricing proposal the anticipated costs

of conducting surge tests throughout the length of the contract. The prime vendor will not be permitted to submit claims for any surge test conducted.”

Page 66, delete paragraph (c) *Agreement*.

Page 74, paragraph (h) should read: “The total duration of any options exercised under this clause shall not exceed **two** years.”

Page 85 delete “Within the Customer Support factor, sub-factor A Customer Service is relatively more important than sub-factor B Ordering System and sub-factors B-F are of equal importance” and replace with “Within the Customer Support factor, **all sub-factors are of equal importance.**”

Page 94 delete (Sub-factor A is relatively more important than B and Sub-Factors B-F are of equal importance) and replace with (**All Sub-Factors are of equal importance**)

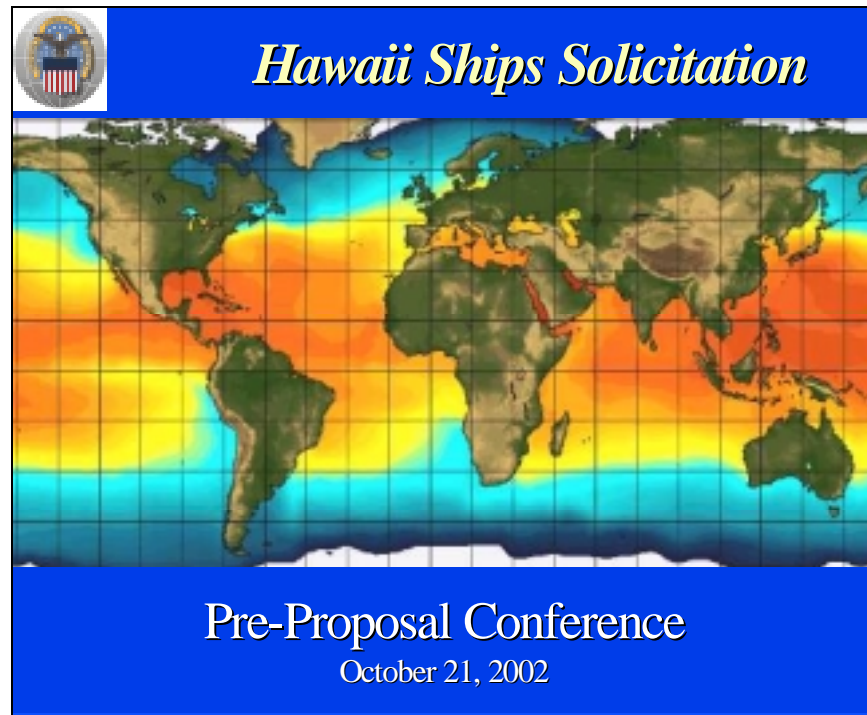
Amendment 0001, Paragraph 2. delete reference to Page 9 and replace with Page **8**.

Reminders:

Page 61, Offerors are reminded all pricing updates for the following week “must be received by Thursday, 7:30 AM Eastern Standard Time.”

Page 100, Offerors are reminded that, “The invoices should reflect the prices effective within two (2) weeks prior to the solicitation issue date.”

Slide 1



Slide 2



Agenda

- Welcome/Introduction/Review
- Solicitation Overview
- Best Value Source Selection Process
- Legal Issues
- Questions and Answers

Slide 3



Prime Vendor What it Does.....

- Uses a single, full-line commercial food distributor to deliver straight to the customer's facility
- Orders using Electronic Commerce methods
- Contracts are tailored to meet customer needs
- Reduces DoD distribution costs at all levels
- Eliminates or reduces inventory
- Provides fresher product





Slide 4



Prime Vendor Acquisition Process

- Fedbizopps Advertised 5/23/02
- Issue Solicitation – 10/2/2002
- Pre-proposal Conference – 10/21/02
- Closing – Tentatively 11/04/02
- Evaluation and Negotiations – Start date 11/12/02
- Award – Tentatively 12/20/02
- Post Award Conference – Tentatively 1/13/03



Slide 5



Solicitation Overview

- **Set-Aside for Small Business Participation**
 - ◆ **First Time/SBA Reports**
- **Two year base period w/2 – two year options**
- **Estimated total aggregate dollars = \$66M**
- **Firm Fixed Price/Indefinite Delivery Contract**
- **Guaranteed Minimum – 25% of est. dollar value per contract period (5.5M)**

Slide 6




Solicitation Overview

Special Requirements

- **Breaking Cases**
- **Surge/Mobilization – Water/Seasonal**
- **NAPA Tracking Program**
- **Market Ready**

Slide 7



*Prime Vendor
Trade-off/Best Value Source Selection*

- **Trade-off Source Selection Award Decision**
- **Proposal Three Volumes:**
 - Technical/Business/Socioeconomic**
 - Technical:**
 - ◆ Technical panel – oral presentations/plant site visits/written submissions
 - ◆ Technical more important than price
 - ◆ Technical factors: (descending order of importance)
 - Factor I - Corporate Experience/Past Performance
 - Factor II – Distribution System/Quality Assurance
 - Factor III – Customer Support
 - Business:**
 - Unit price = delivered price + fixed distribution price
 - Market Basket Evaluation
 - Category Pricing
 - Option Pricing
 - Socioeconomic Enhancement Proposal**

Slide 8



Prime Vendor Best Value Source Selection

Business Proposal – Three Separate Components

- ◆ **Schedule of Items Pricing**
 - ◆ Price Evaluation of Top Usage Items
 - ◆ Evaluation of Distribution Price to Unit Price
- ◆ **Procurement Pricing Plan**
 - ◆ Vendor's Pricing Procedures
 - ◆ Not Rated – for Verification purposes
- ◆ **Product Listing**
 - ◆ Current Commercial Catalog
 - ◆ Not Rated – for informational purposes




Slide 9



Schedule of Items Pricing

- **Market Basket of 123 Items**
 - ◆ 50 Prime Vendor, 41 Bread/Bakery & 32 Dairy Items
 - ◆ Approx. 16% of Current Items Accounting for 57% of Est. \$ Value
- **Pricing**
 - ◆ **Unit Price = Delivered Price + Distribution Price**
 - ◆ Prices Rounded to 2 Decimal Place Using Standard Rounding Methods
 - ◆ **Delivered Price = Invoice Price + FOB Vendor (if applicable)**
 - ◆ May Fluctuate Weekly
 - ◆ **Distribution Price = Sum of All Vendor's Costs + Profit**
 - ◆ Remains Constant During Each Contract Period
 - ◆ Offered as a Dollar/Cents Amount (percentage of UP not acceptable)
 - ◆ 50 Category Limit
- **Evaluation**
 - ◆ Aggregate Pricing Schedule of Items, Inclusive of OPTIONS
 - ◆ Distribution Percentage (DP/UP)

Slide 10



Option Periods

- **Two Option Periods**
 - ◆ **Government Invoked**
 - ◆ **2 Years Each**
 - ◆ **Distribution Prices**
 - ◆ **Uniform % Increase, Decrease or Remain Constant**
 - ◆ **Vendor Must Fill Out Page 125, Option Pricing, Failure to Do So May Result in Rejection of the Entire Proposal**

Slide 11




Prime Vendor Legal Issues

- **Berry Amendment**
- **Buy American Act**




Slide 12

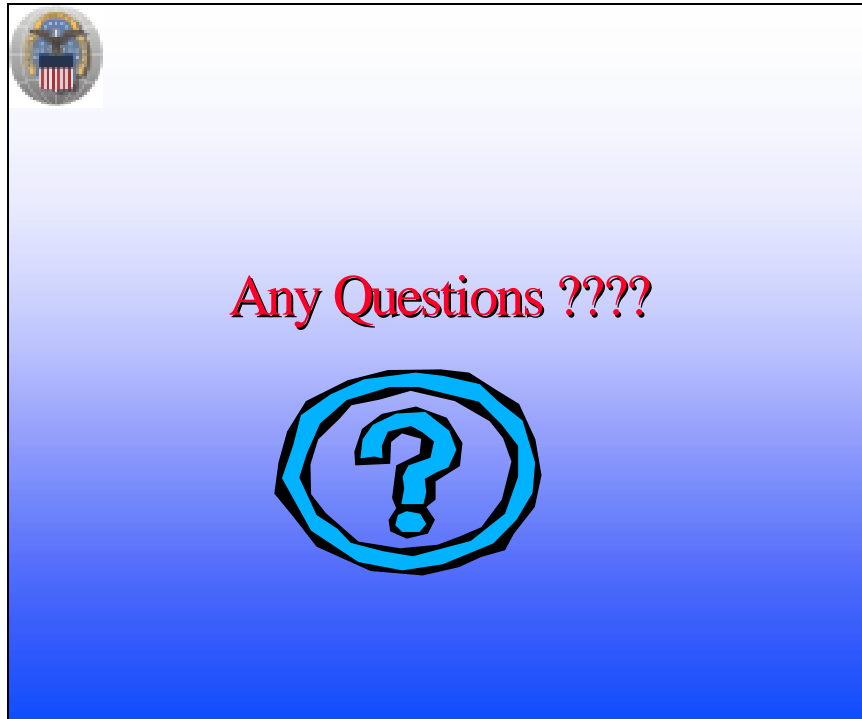


Remember....

- SF 1449*
- Certifications and Representation*
- Written Submission Requirements*
- Corporate Experience Chart*
- List of References*
- Option Pricing*
- Socio Enhancement Proposal*
- Briefing Charts*



Slide 13





DEFENSE LOGISTICS AGENCY
DEFENSE SUPPLY CENTER PHILADELPHIA
2800 SOUTH 20TH STREET
PHILADELPHIA, PENNSYLVANIA 19146-5099

Attachment #2

IN REPLY
REFER TO

VTC ATTENDEE SIGN-IN ROSTER

DATE: 10/21/02 TIME: 1400

CONTROL # 2002/10/21-0055

SUBJECT: PRE-POSA/ CONFERENCE /FOOD SERVICE MEETING

PARTICIPANT'S NAME	RANK/GRADE	ACTIVITY/DEPT.	PHONE#
1. J. ALBERT OALLUSO	GS-13	DSCP- GS	215-737-2642
2. Aditya McDuffy	GS13	DSCP-GS	215-737-2645
3. GINA VASQUEZ	GS-12	DSCP-HFVP	215-737-7530
4. NICK M'GINTY	GS-13	DSCP-HFVP	215 737 4202
5. Steve Mersch	GS 12	DSCP-HFVP	(215) 737-3683
6. Michael A. Cianfrani	GS 12	DSCP-HFVP	215-737-4470
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18	BAK Pkcs	WET. INC	310 7681937	BAK @ WET. INC
19	JAKES 9112	US Foodservice	714 6703500	JAKES @ usfood.com
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DSCP SOLICITATION			
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5	John Smiley	Y.HATA	jsmiley@yhata.com
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7	Baery O'Leune	HFM Food Service	BOCONNE@HFMFOODSERVICE.COM
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